

## Message Text

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64

ACTION EB-11

INFO OCT-01 AF-10 EUR-25 ISO-00 CAB-09 CIAE-00 COME-00

DODE-00 DOTE-00 INR-10 NSAE-00 RSC-01 FAA-00 AID-20

AGR-20 DRC-01 /108 W

----- 057914

R 221230Z MAR 74

FM AMEMBASSY TANANARIVE

TO SECSTATE WASHDC 6107

INFO AMEMBASSY BRUSSELS

AMEMBASSY DAR ES SALAAM

AMEMBASSY DUBLIN

AMEMBASSY LAGOS

AMCONSUL CASABLANCA

LIMITED OFFICIAL USE TANANARIVE 0386

E. O. 11652: N/A

TAGS: EXP, TZ

SUBJ: CIVAIR: DELAYED DELIVERY CESSNA SPRAY PLANE TO GOT JEOP-  
ARDIZING FUTURE AIRCRAFT SALES

FOR: FAA/BRUSSELS & LAGOS

FROM: REGIONAL CIVIL AIR ATTACHE AFRICA (RCAA)

PASS: USAID/DAR ES SALAAM

1. CONTENTS THIS MESSAGE SHOULD BE CONSIDERED PROPRIETARY INFO  
OF CESSNA AIRCRAFT CORP. AND TREATED ACCORDINGLY.

2. DURING MEETING DAR ES SALAAM 20MAR, LOCAL CESSNA DEALER  
DINOS SAMARAS, MANAGING DIRECTOR, TANZANIA, INFORMED RCAA THAT  
HE HAD ORDERED CESSNA 185(AGCARRYALL) 09DEC72 FOR FINAL DELIV-  
ERY (DELAYED DUE ACCIDENT) PROMISED 02AUG73 TO GOVT OF TANZA-  
NIA'S (GOT) MIN AGRICULTURE AS KEY ITEM IN TETSE CONTROL PRO-  
JECT UNDER USAID LOAN NO. 621-H-016. ACCORDING LATEST INFO AVA-  
ILABLE SAMARAS, SUBJECT AIRCRAFT, REGISTER 5H MOZ, RECENTLY  
ABANDONNED BY FERRY PILOT (UNDER CONTRACT CESSNA) SHANNON AIR-  
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PORT, IRELAND.

SAMARAS OF OPINION THAT LONG DELAY DELIVERY THIS AIRCRAFT ACUTE IRRITATION TO GOT THREATENING JEOPARDIZE FUTURE SALES (TO GOT) CESSNA PRODUCTS (NEGOTIATIONS PRESENTLY UNDERWAY BETWEEN SAMARAS AND GOT RE SALES LIGHT SINGLE AND TWIN CESSNAS) TO INCLUDE SALE CITATION TO ARMED FORCES FOR USE AS JET TRAINER. RCAA CONCURS.

RCAA COMMENT: OBVIOUSLY THE LONGER THE DELAY DELIVERY SUBJECT AIRCRAFT GREATER AGGRAVATION IRRITATION GOT RESULTING IN ADVERSE AFFECT USG-GOT RELATIONS IN USAID AREA, PROBABLE LOSS GOT INTEREST CITATION AND OTHER CESSNA AIRCRAFT PURCHASES AND POSSIBLE GOT CONSIDERATION BRITISH JET.

3. FOR EMBASSY AND USAID DAR: COMMENTS INVITED PARA 2 ABOVE.

4. FOR CESSNA: REQUEST SAMARAS AND EMBASSY DAR BE INFORMED WHAT ACTION PLANNED, IF ANY, TO EXPEDITE DELIVERY 5H MOZ TO TANZANIA.

5. FOR STATE: REQUEST CONTENTS THIS MESSAGE BE TRANSMITTED IN ITS ENTIRETY TO APPROPRIATE OFFICERS, INTERNATIONAL SALES DEPT, CESSNA AIRCRAFT, WICHITA.

DECONTROL UPON RECEIPT.  
MENDENHALL

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NNN

## Message Attributes

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**Current Classification:** UNCLASSIFIED  
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**Disposition Approved on Date:**  
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**Subject:** CIVAIR: DELAYED DELIVERY CESSNA SPRAY PLANE TO GOT JEOP- ARDIZING FUTURE AIRCRAFT SALES  
**TAGS:** BEXP, TZ  
**To:** STATE  
**Type:** TE  
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